

**Gratitude: A Lifeline**  
**of Your Business and Your Life**  
**Monday, November 25, 2019 Call**

- Next TNL: November 26th broadcast [www.allaboutmannatech.com](http://www.allaboutmannatech.com)
  - Black Friday Specials: released TODAY!!
  - Your "2020 Mannatech Planners" will be coming out in early December. Updates on "Social, Mobile, Global!" You can pre-order <https://www.mannatrain.net/new-2020-planner.html>
  - *"We can only be said to be alive in those moments when our hearts are conscious of our treasures."* –Thornton Wilder
1. Gratitude in my Network Marketing Business
    - a. It is one of the "Nine Unbreakable Laws of Network Marketing: Law 3: the Law of Appreciation." This principle can ***Single Handedly Transform Your Networking Business and Your Life!***
    - b. State of Being: You are either in a growth mode or a decay mode. This Law is the same; it just applies to your attitude as well.
    - c. When you are in the mindset of appreciation, your life is increasing in value. Appreciating your life = investing in your life
    - d. An attitude of appreciation always means an increase in the quality of our lives. Psychologist William James wrote:  
*"The deepest principle in human nature is the craving to be appreciated."* Appreciation needs to be poured into your downline, your product line, your prospects and your business. Don't forget to appreciate yourself...self-deprecation is devastating.
    - e. It is part of our CULTURE...Mannatech is about recognition, acknowledgment, honoring its associates.
  2. Deprecating statements never serve you or your business.
    - a. Regarding your business, your networking business will enter a downward spiral as well as your income if you view it negatively.
    - b. The price of the blame mode: a price you don't want to pay.
    - c. Companies make mistakes: the fact is you do to. Appreciate the efforts. Hang through the tough times.
    - c. Depreciating breeds discouragement, blame and negative thoughts. How to recognize a Depreciation Mindset:  
blaming, demeaning, complaining, criticizing, etc.

3. Marion Head, Presidential in Mannatech, wrote a book "Revolutionary Agreements"

a. 3 Unifying principles and one of them is GRATITUDE: appreciating the gift of this moment

1) I agree to give and receive thanks

Trend at an early age to say thank you...many of us blank the natural cycle out of also receiving thanks

Need to be good at receiving thanks and the rewards of your giving as well as giving thanks.

(as you sow so shall you reap)

2) I agree to see the best in myself and others

Belief in ourselves and our teammates lies at the core of a great network marketing organization.

Free yourself from self-judgment and empower others as well.

3) I agree to look for blessings in disguise

Stuff happens to all of us and will always happen...it is your choice how you view it, what your experience is around it.

Become aware and seek out the good in everything.

Example of the man who was robbed:

4) I agree to lighten up

Through it all, it is important to maintain a sense of humor.

Enjoying your moments and not taking life so incredibly seriously will contribute to expanded feelings of personal freedom.

Like a fine tuned fork, we attract like-minded, like hearted people to our organization and to our lives.

4. So, how do we increase the gratitude and appreciation in our business?

a. Affirmations on gratitude every morning (see attached)

b. "Thank you" in writing and orally at every opportunity

c. Appreciation even when a prospect says "no"

Ex: *"Hey Sarah, thanks so much for taking a serious look at this opportunity. As much as I would have loved having you join me I respect your decision!"*

d. Monthly certificates of recognition to all top enrollers in your group, and other mechanisms of appreciation/acknowledgment

e. Believe in your people as well as yourself. Believe in your team!

f. Read and use "Why Mannatech" everyday! Sometimes we forget how great an opportunity we have...grass is not greener!

5. Five ways I can add gratitude to my life and feel better everyday of my life:

- a. Choose your friends wisely. If you strive to be spiritually strong, supportive, empowering, intelligent, energetic, and positive, seek those characteristics in others.
- b. Help your friends cultivate gratitude. Before you say anything about a friend's situation, remember that everyone's situation is unique. **I've seen it happen to myself and to my friends. They'll be perfectly happy until someone tells them they're being mistreated. Suddenly, they're upset.**
- c. Give the gift of gratitude to your children. Help your children to be satisfied with the simple things while giving them the innate power and ability to achieve whatever they want in life...by living in such a way yourself.
- d. Say "Thank You." Whom in your life do you appreciate? Let them know, whether it's your mom, your kids, your friends, your husband, your child's daycare provider or the helpful woman behind the cosmetics counter.
- e. Be mindful of the little things. Today, strive to be aware of all the aspects of your personal, professional, and family life for which you are thankful.

*"Develop an attitude of gratitude, and give thanks..."* Brian Tracy

*"God gave you a gift of 86,400 seconds today. Have you used one to say 'thank you?'"* William A. Ward

*"When eating bamboo sprouts, remember the man who planted them."*  
Chinese Proverb

*"As we express our gratitude, we must never forget that the highest appreciation is not to utter words, but to live by them."* John F. Kennedy

*1 Thessalonians 5:18 "In everything give thanks: for this is the will of God in Christ Jesus concerning you."*

### **Action to Take NOW:**

Pick 1-2-3-4-5 of these quotes that really hit you in the heart. Give the quote a little rewrite as you target the language to the associates and the consumers in your downline. Take the time TODAY to send an email/text out to members of your downline to show your heartfelt appreciation! Or *"I read this quote today and you know I couldn't help but think of you! You have been not only a blessing to me but to so many others with your leading with your heart! Thank You and I pray you have an awesome Thanksgiving!"*

1. "Feeling gratitude and not expressing it is like wrapping a present and not giving it." -William Arthur Ward

2. "Be thankful for what you have; you'll end up having more. If you concentrate on what you don't have, you will never, ever have enough." -Oprah Winfrey
3. "No one who achieves success does so without acknowledging the help of others. The wise and confident acknowledge this help with gratitude." -Alfred North Whitehead
4. "We would worry less if we praised more. Thanksgiving is the enemy of discontent and dissatisfaction." -H.A. Ironside
5. "The way to develop the best that is in a person is by appreciation and encouragement." -Charles Schwab
6. "No duty is more urgent than that of returning thanks".--Unknown
7. "Let us be grateful to people who make us happy; they are the charming gardeners who make our souls blossom."--Marcel Proust
8. "Silent gratitude isn't very much use to anyone." -Gertrude Stein
9. "If the only prayer you ever say in your entire life is thank you, it will be enough." -Meister Eckhart
10. "Gratitude is riches. Complaint is poverty." -Doris Day
11. "The world has enough beautiful mountains and meadows, spectacular skies and serene lakes. It has enough lush forests, flowered fields, and sandy beaches. It has plenty of stars and the promise of a new sunrise and sunset every day. What the world needs more of is people to appreciate and enjoy it." -Michael Josephson
12. "Gratitude is a currency that we can mint for ourselves, and spend without fear of bankruptcy." -Fred De Witt Van Amburgh
13. "I may not be where I want to be but I'm thankful for not being where I used to be." -Habeeb Akande
14. "Gratitude unlocks the fullness of life. It turns what we have into enough, and more. It turns denial into acceptance, chaos to order, confusion to clarity. It can turn a meal into a feast, a house into a home, a stranger into a friend." -Melody Beattie

15. "As we express our gratitude, we must never forget that the highest appreciation is not to utter words, but to live by them." -John F. Kennedy
16. "Develop an attitude of gratitude, and give thanks for everything that happens to you, knowing that every step forward is a step toward achieving something bigger and better than your current situation." -Brian Tracy
17. "Gratitude is the most exquisite form of courtesy." -Jacques Maritain
18. "At times our own light goes out and is rekindled by a spark from another person. Each of us has cause to think with deep gratitude of those who have lighted the flame within us." -Albert Schweitzer
19. "When a person doesn't have gratitude, something is missing in his or her humanity." -Elie Wiesel
20. "Acknowledging the good that you already have in your life is the foundation for all abundance." -Eckhart Tolle
21. "If a fellow isn't thankful for what he's got, he isn't likely to be thankful for what he's going to get." -Frank A. Clark
22. "If you want to turn your life around, try thankfulness. It will change your life mightily." -Gerald Good
23. "Gratitude is a duty which ought to be paid, but which none have a right to expect." -Jean-Jacques Rousseau
24. "Some people are always grumbling because roses have thorns; I am thankful that thorns have roses." -Alphonse Karr
25. "Make it a habit to tell people thank you. To express your appreciation, sincerely and without the expectation of anything in return. Truly appreciate those around you, and you'll soon find many others around you. Truly appreciate life, and you'll find that you have more of it." -Ralph Marston
26. "Appreciation is a wonderful thing: It makes what is excellent in others belong to us as well." -Voltaire
27. "When it comes to life the critical thing is whether you take things for granted or take them with gratitude." -Gilbert K. Chesterton

28. "It's a sign of mediocrity when you demonstrate gratitude with moderation." - Roberto Benigni
29. "'Thank you' is the best prayer that anyone could say. I say that one a lot. Thank you expresses extreme gratitude, humility, understanding." -Alice Walker
30. "Be grateful for what you have and stop complaining-it bores everybody else, does you no good, and doesn't solve any problems." -Zig Ziglar
31. "He is a wise man who does not grieve for the things which he has not, but rejoices for those which he has."--Epictetus